

SOUTHERN STATES CLIMB TOWARD HALF BILLION POINT IN 1922 CONSTRUCTION

DIXIE PROSPEROUS, WITH INDUSTRY GAINING STEADILY

**\$184,000,000 in Bonds for
Public Works Issued
in Six Months.**

FLORIDA CLIMBING Leads Entire South in Building Per Capita of Population.

An exhaustive survey of building in sixteen Southern States covering the first six months of 1922 reveals the fact that construction is being made in 113 cities reaching the remarkable total of \$255,790,341, or several million dollars over a quarter of a billion. In eighty-four cities where comparative statistics are available, the percentage of gain over the first six months of 1921 is 42.7 per cent.

Roads and bridges, waterworks and similar improvements are not included in these figures. An idea of the investments being made in State and municipal construction of this nature can be gathered from the amount of bonds which have been sold during the six months' period, which, according to the Manufacturers' Record, amount to \$184,000,000. This would make the total construction work begun during the first half year approximately \$440,000,000.

The survey, which also attempted to secure a conservative estimate of building during the balance of the present year, produced sufficient definite information to warrant the prediction that in almost every large center, the permit for the second half would be quite as large as for the first half, with certain cities, especially in the Southwest, anticipating an even greater increase.

It will not be surprising to find, therefore, when the records for the South are closed on December 31, that a half billion dollars has been invested during the year in new structures to care for the rapidly expanding industrial and commercial life of the section.

Interesting Facts Revealed.
A diagnosis of the great mass of data which has been assembled discloses some interesting information bearing directly upon the unusual progress made by the South during the past five years, which is now being accelerated. One of the most notable things is the distinct advance being made in the types of buildings erected.

From Maryland to Texas the great bulk of structures now being erected are of the most modern type. There are towering office buildings of fireproof construction; hotels and apartment houses ranging in cost from half a million to two and three millions, equipped with every imaginable convenience; department stores and other commercial structures of ample proportions and great architectural beauty; public buildings in ever-increasing numbers, many of them materials to the heroes of the world war, which have been projected on a scale never before known in the South; schools and churches, theaters and all the various club houses and similar institutions that a modern civilization demands.

All these bear witness to the fact that the people are keenly awake to the modern spirit, they are building with the idea of permanency, and they are providing every necessary facility for the proper functioning of their business and industrial life.

The expansion of educational facilities at this time demands special mention. Almost a hundred million dollars are being spent on school buildings in process of construction, begun or announced during the period. In North Carolina alone, such buildings to cost \$12,000,000, were announced. Perhaps the most significant thing in connection with the school program is that a large proportion of build-

ings, both in the cities and in the small towns of the agricultural districts, are high schools, to provide ample educational facilities than ever before known.

The Survey Disclosed.
The South has been too busy with its building program to realize what immense totals of investments, permanent in character and full of future importance, are being made at the present time. Except for a few alert minds, the North knows nothing, practically, of what is going on.

A diagnosis of the statistical table reveals in a graphic way the development of the various States. The 42.7 per cent increase for the entire section is not evenly distributed. Because of Baltimore's slump, Maryland shows a decrease of 22 per cent; while Mississippi's rapid development is revealed in an increase as high as 198 per cent. The six months' comparison by States is revealed in the following table:

The most striking fact to be gathered from this compilation is that those States which in the past have been most undeveloped are now the forefront of building operations. Florida, which forty years ago, was scarcely more than a continuous stretch of swamp, hammock and pine barren, shows the way with an expenditure of \$52.72 for each person living in the State. It is also interesting to note that while it leads the other States in per capita building, it shows practically no increase over the previous January to June period; which indicates that the unusual building program has been in effect for some time past. Those who are in close touch with the affairs of the State realize that there is little likelihood of any abatement in the near future.

Oklahoma Makes Strides.
Oklahoma, ranking second in per capita building is another example of a race against time to take advantage of boundless resources. The public usually associates the phenomenal growth of this State with the discovery of oil. Oil has had much to do with it, but the vast wheat fields of the State contribute a large share of its wealth. Minnesota, a four million acre heavy soil, is the heaviest producer of wheat in the United States. The manufactured flour will take its place with the best products of the winter wheat fields of the north.

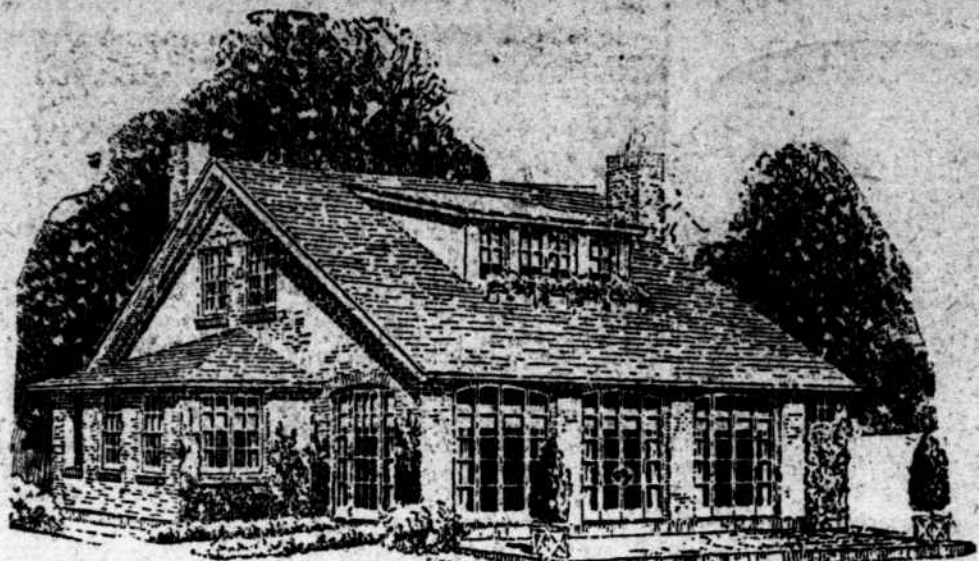
In 1900, Oklahoma's largest city was Oklahoma City, with 32,452 people. Muskogee came next with 14,413. Today, the former has 100,000, the latter, a small village of twenty years ago, approaches the 30,000 mark. It is little wonder that building figures are mounting with incredible speed to keep pace with such development. North Carolina, coming third in the list, presents an anomaly. One of the original thirteen colonies, it has long been developed in its rural life, but its cities have been singularly small. Recently, a remarkable expansion has been noted in the urban life, due largely to the rapid growth of the textile industry. The North Carolina now leads all Southern States in its manufactured products, and industrial villages are rapidly expanding into cities. The traveler riding from Greensboro to Gastonia is scarcely out of sight of a textile mill, furniture factory, tobacco factory or some other evidence of industrial enterprise.

It is in the States where the ancient cities are to be found where building is lowest per capita—where Charleston, Savannah, Mobile, and New Orleans have built their structures gradually from year to year, or some of the older inland cities maintain a steady growth.

The South's Resources.
The South has an exceptional foundation upon which to erect its future structure. Climate, soil, the character of the people, water power, sea coast, mineral resources—this list could be indefinitely extended to show that what is being done today toward the development of the section is merely scratching the surface of future possibilities. Nothing could be more illuminating along this line than a recent dispatch from Charlotte, N. C., read:

"Investigators are now at work throughout the South obtaining facts that will be considered in connection with the transfer of their operations to the South. Recently it was pointed out by one of these investigators that inasmuch

Novel Abingdon Bungalow



H. B. Terrett, 631 Pennsylvania avenue, northwest, plans to erect this attractive type of bungalow at Abingdon, Va., where a thriving community of homes is now in progress.

PERSONNEL VITAL TO BUILDING'S LIFE

**Service Is Main Factor in
Holding Tenants, Says
Business Man.**

That the real life of a building does not begin until it is ready for its occupants is the opinion of Robert M. Catts, president of the Merchants and Manufacturers Exchange of New York.

"I have been interested in buildings during all of my life," says Catts, "but it was not until recently that I realized that a building's activity in the full sense begins only after its completion. It is all very well to have it constructed perfectly, to watch every detail of its construction, which, of course, should be taken for granted and is an academic statement in this city when buildings rear their heads to the skies, externally and internally as perfect—at least, the newer buildings—as modern architectural skill, ingenuity and technique can make them."

"Facts have shifted in a business sense, and particularly in a building sense in the last five years in New York. No sooner has a modern skyscraper been constructed than new plans are under way to make the next one a superior structure. Lightning-like in its rapidity is the development of office building equipment, but the big vital element is, and always will be, the application of personality through one person interested, and this constantly to the building itself after it has exhausted the resources of architects, builders, contractors, decorators, furnishers and all the rest."

as the factory pay-roll is the heaviest single item in connection with production costs, and a sure supply of dependable labor is a prime essential, it is the lack of sufficient labor and the prevalence of labor troubles that may be regarded as the chief cause for the dwindling of the industry in New England. "Southern climate favors the industry, because it is lost costly to heat the mills and the availability of cheap power produced by hydro-electric plants is an added inducement."

RENT DEPARTMENT LINKED WITH SKILL

**Method of Handling Property
Shows Improvement, Says
J. F. M. Bowie.**

The rental department of a real estate office, according to J. F. M. Bowie, a local rental authority, has become a highly specialized branch of the real estate profession. In discussing this subject recently before the real estate class at the X. M. C. A. Bowie pointed out that recent years have seen a vast improvement in the methods of handling properties. The modern rental agent maintains a rather elaborate system of records, from which much valuable information may be derived. This development applies more especially to the care and maintenance of apartment houses. A complete statistical record of all upkeep costs, as well as maintenance charges over a period of years, has produced very satisfactory results. It is now possible, Bowie stated, to determine within a very accurate degree the actual cost of heating a building of a given type by mathematical computation based on the cubical contents of the building. The result varies according to the character of construction and the market price of fuel. These records, which are now kept in many modern offices, are very helpful in determining what character of buildings are the most satisfactory to own and the type that proves most profitable for investment purposes.

In analyzing the functions of a rental department, Bowie impressed upon the class the vital importance of having competent men in charge of this work. The position of rental agent frequently is one that offers difficult situations, and the agent necessarily acts as the go-between in matters of disputes between tenants and landlords. Tact, patience and experience are necessary in order to maintain the mutual relation between landlord and tenant on the proper basis. While the agent's primary duty is to the landlord, he has certain moral obligations to see that tenants are treated fairly and their reasonable requests promptly attended to.

ELECTRIC COOKING HOLDS IN FLAVORS

**No Chance for Dissipation of
Elements in Real "Fire-
less Cooker."**

Henry T. Finck, who has been called America's most noted epicure, estimates that from one-half to nine-tenths of the average person's food allowance is spent for flavor. Dr. J. L. Henderson and Dr. Graham Lusk, of Cornell, he points out, have demonstrated that a dime a day is enough to keep body and soul together, and what more we spend goes chiefly for flavor. But without flavor, he contends, meals would not be enjoyable and digestion would be decidedly impaired.

In our methods of cooking we should take more pains to conserve this valuable factor. Often the expensive flavor in vegetables are wastefully drained away. The pliancy of meats is dissipated throughout the whole house. We "cook away" the enjoyable part of

TIRED HOUSEWIFE LEARNS SYSTEM SAVES HARD WORK

**Abandons General Clean-
ing Day for Install-
ment Plan.**

The tired housewife who wanted to show just how much it meant to have "Nothing to do but housework" wore a pedometer to count her steps in house-cleaning and found that, besides all the bending and reaching and twisting and stooping, she had walked seven miles in one day.

The tired housewife's first reform was to do away with the general cleaning day and clean one or two rooms every day. Her second reform was to collect her equipment and keep it all in one place; not only the brushes, brooms and dust-cloths, but soap, cleansers, floor oils and furniture polishers as well.

In the early part of the week she works on the top floor; at the end of the week she cleans downstairs so that the living rooms, which are used most on Sundays, may be spotless when the day comes around.

Instead of removing the lighter furniture, rugs and bric-a-brac from the room, as formerly, she rearranges the furniture as little as possible. She places the chairs on the bed or couch and covers them with a sheet. She puts china and ornaments into a drawer. She leaves the rugs on the floor and uses a vacuum cleaner.

If two closets are available, it is just as well to have an upstairs and a downstairs cleaning closet for equipment. It is a great saving of labor and involves little extravagance, since, of course, every article wears twice as long.

the food, the part which multiplies many fold its nutritive value. But where the electric oven or the electric fireless cooker is employed this difficulty vanishes. Its conserved heat, carefully locked in the compartment and not allowed to escape in any degree, captures every bit of the flavor and nutritive part of foods—without which the nutritive part would be an indigestible hunk.

To get value out of the 90 cents of every dollar which you spend for "cook away" the enjoyable part of

Capital Making Record for Year

Washington is having one of the greatest years in the history of the National Capital. Public buildings have a share in the new development, but it is significant that most of the building has been of a private character.

The Hotel President, a million and a half structure; the Hotel Walker,

Washington's greatest business and the six million dollar Ritz Hotel, are some of the big erections under way here.

\$8,500 and \$9,500
Cash
\$1,000—\$1,500
Cash
\$75—\$100
Monthly

\$11,000
Cash
\$2,000
Monthly

West Cherry Chase, Md.
40th St. and
Leland
1 Block North
of Bradley
Lane. 1 Block
East of Wisconsin Avenue.

Cherry Chase, Md.
Bradley Lane
1 Block East of
Wisconsin Ave.

Bungalows, with extra large yards (60x150), five and six rooms tiled bath; open fireplace; hardwood floors; extra large closets; one block to cars; close to schools and stores. Only four left.

MORGAN E. MORGAN & CO.
Exclusive Agents
1407 New York Ave. Franklin 1320

Illinois Avenue, Near Circle

Six rooms, tiled bath, double back porch, large back yard, cement front porch, hot-water heat, electric lights, oak floors, chestnut trim, tubs and toilet in fine, light cellar. This is one of the best located and built homes in the Northwest.

\$9,200—\$1,400 Cash
\$75 per Month

DAVIS & STEELE
1420 New York Avenue N. W. Main 5062-5398

WASHINGTON'S GREATEST REAL ESTATE ORGANIZATION

NEW BRICK HOMES NEAR SOLDIERS' HOME PARK---
---OPEN SUNDAY---

Those who anticipate the purchase of a Home in this section of the Northwest owe it to themselves to immediately see these very superior houses. Six have been sold and the remaining three are now ready to move into.

109 to 125 Webster St.--6 Sold--3 Ready

Make a Note of These Features
The fronts have individual design, best type brick construction thruout; 6 large rooms, reception hall, bath, fireplace, hardwood floors, electricity, hot-water heat, base outlets for lamps and appliances; large closet space; breakfast porch; sleeping porch; closets with electric lights; concrete basement, laundry, toilet—these, and the added attraction of a neighborhood of exceptionally substantial development.

Take Soldiers' Home Car to Gate, Walk North to Webster Street; or Drive Out Rock Creek Church Road to Webster Street

Be Sure to See Them Sunday
Price, \$8,650, \$1,000, Easy Monthly Terms

ALLAN E. WALKER AND CO., INC.
Southern Building

Washington's Greatest Real Estate Organization

A Residential Site That Is An Investment of Unusual Merit

Those who have purchased—prominent Washingtonians—are planning the immediate erection of fine residences in keeping with those in this exceptional locality. A visit to the site will convince you that the few remaining lots, several at an elevation with beautiful vista of Rock Creek valley, and others with magnificent trees—are wonderful sites for homes.

REPRESENTATIVE ON PROPERTY TOMORROW!

Everyone who contemplates building a fine home in the best section of the National Capital should make it a point to see this property at once. A representative will be on the ground tomorrow ready to supply complete information.

WYOMING AVE
Inspect This Wonderful Property Tomorrow!

The sale of 710 feet frontage in a three-week period is evidence not alone of the desirability of the property, but of the moderate prices as well.

ALLAN E. WALKER AND CO., INC.
813 15th St. N. W. Southern Building Main 2430

Please Rush!

If You Want One of Those

NEW HOMES

Entire Square Being Built

16th, 17th, Pa. Ave. & H St. S. E.

31 New Houses

23 Sold—8 Left

Biggest Bargain Ever Offered in This Section

Just North Pa. Ave. Cars

All Houses Open for Inspection

All Houses Sold on Monthly Payments

Force Your House to Pay for Itself—You Can Easily Rent Second Floor for Enough to Make Monthly Payments

HOWENSTEIN HOMES
1314 F ST NW